

October 2021



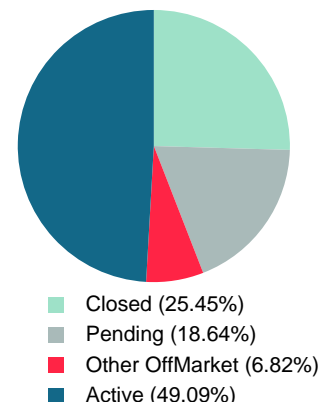
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	October 2021	+/-%
Closed Listings	68	56	-17.65%
Pending Listings	50	41	-18.00%
New Listings	55	56	1.82%
Average List Price	216,909	202,971	-6.43%
Average Sale Price	208,058	197,624	-5.01%
Average Percent of Selling Price to List Price	95.38%	97.48%	2.20%
Average Days on Market to Sale	54.59	29.61	-45.76%
End of Month Inventory	126	108	-14.29%
Months Supply of Inventory	2.67	2.17	-18.60%



Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of October 31, 2021 = **108**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **14.29%** to 108 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **2.17** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.01%** in October 2021 to \$197,624 versus the previous year at \$208,058.

Average Days on Market Shortens

The average number of **29.61** days that homes spent on the market before selling decreased by 24.98 days or **45.76%** in October 2021 compared to last year's same month at **54.59** DOM.

Sales Success for October 2021 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 56 New Listings in October 2021, up **1.82%** from last year at 55. Furthermore, there were 56 Closed Listings this month versus last year at 68, a **-17.65%** decrease.

Closed versus Listed trends yielded a **100.0%** ratio, down from previous year's, October 2020, at **123.6%**, a **19.12%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2021



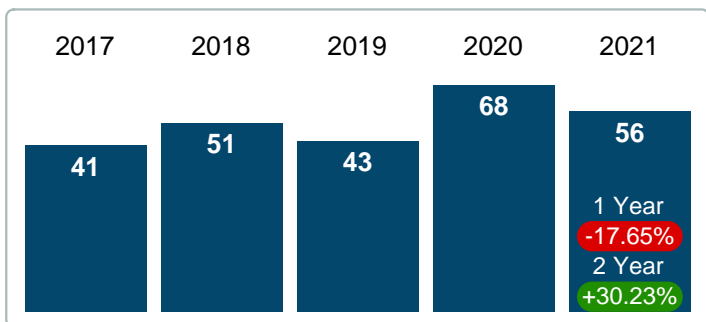
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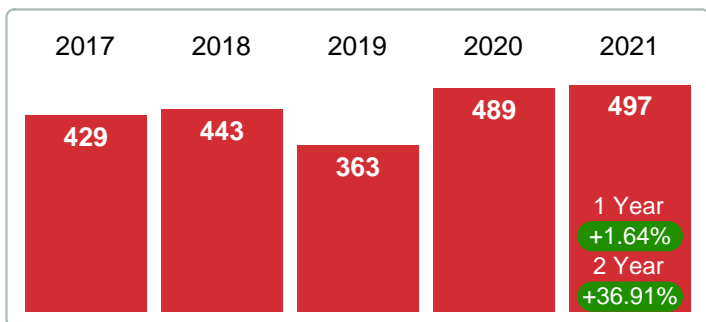
CLOSED LISTINGS

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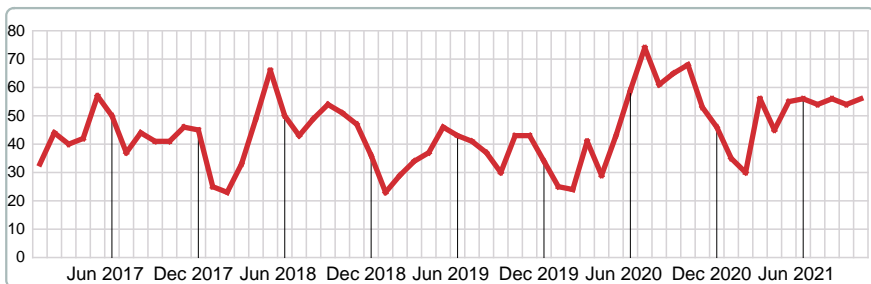
OCTOBER



YEAR TO DATE (YTD)

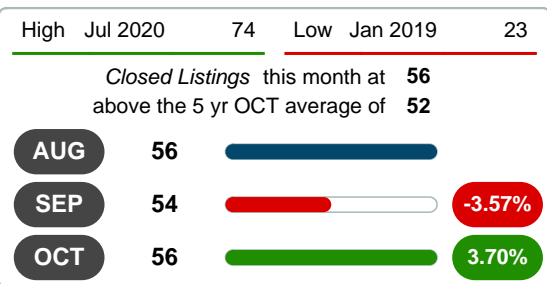


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.36%	45.0	2	1	0	0
\$75,001 - \$100,000	6	10.71%	40.7	4	2	0	0
\$100,001 - \$125,000	8	14.29%	37.0	3	5	0	0
\$125,001 - \$175,000	14	25.00%	13.1	1	7	6	0
\$175,001 - \$225,000	8	14.29%	40.9	1	7	0	0
\$225,001 - \$300,000	11	19.64%	17.5	1	8	2	0
\$300,001 and up	6	10.71%	46.8	0	3	3	0
Total Closed Units	56			12	33	11	0
Total Closed Volume	11,066,944	100%	29.6	1.36M	6.58M	3.13M	0.00B
Average Closed Price	\$197,624			\$113,212	\$199,468	\$284,177	\$0

October 2021



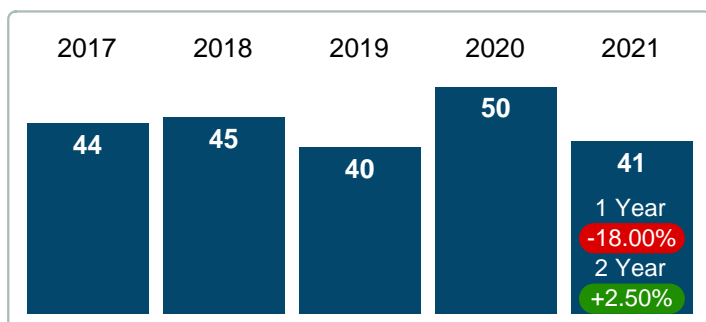
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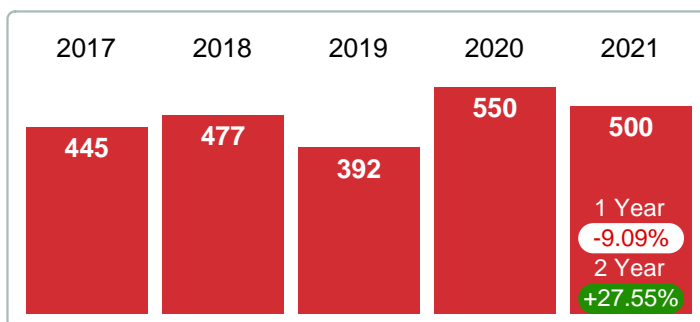
PENDING LISTINGS

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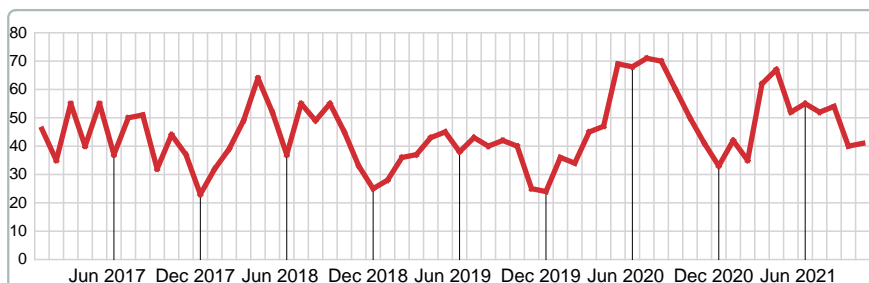
OCTOBER



YEAR TO DATE (YTD)

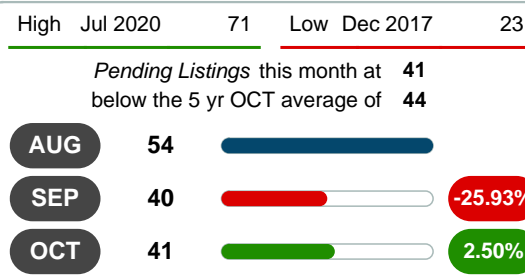


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 44



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.76%	7.8	2	2	0	0
\$50,001 - \$75,000	2	4.88%	4.0	1	0	1	0
\$75,001 - \$125,000	8	19.51%	71.5	2	6	0	0
\$125,001 - \$150,000	8	19.51%	14.6	1	7	0	0
\$150,001 - \$175,000	7	17.07%	13.9	0	7	0	0
\$175,001 - \$225,000	6	14.63%	18.7	0	4	2	0
\$225,001 and up	6	14.63%	56.3	0	3	2	1
Total Pending Units	41			6	29	5	1
Total Pending Volume	6,580,645	100%	31.1	468.90K	4.30M	1.29M	525.00K
Average Listing Price	\$160,504			\$78,150	\$148,212	\$257,720	\$525,000

October 2021



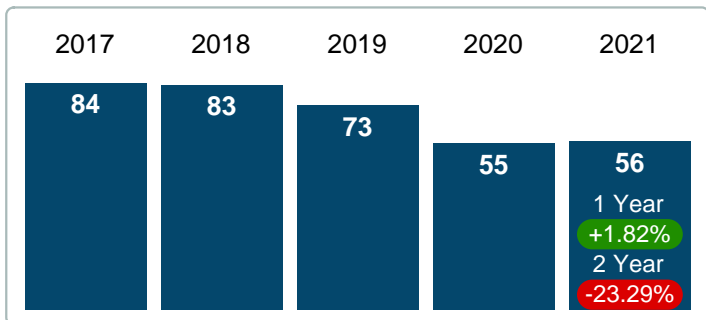
Area Delimited by County Of Cherokee - Residential Property Type



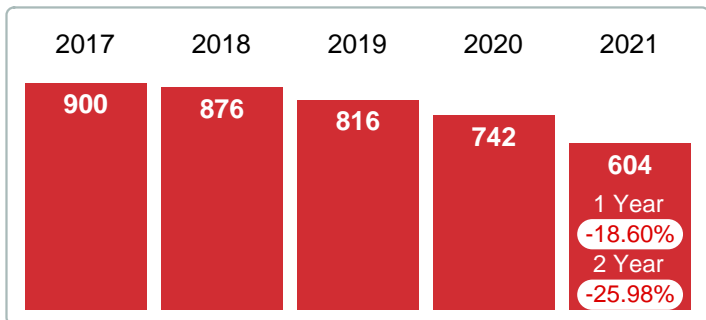
NEW LISTINGS

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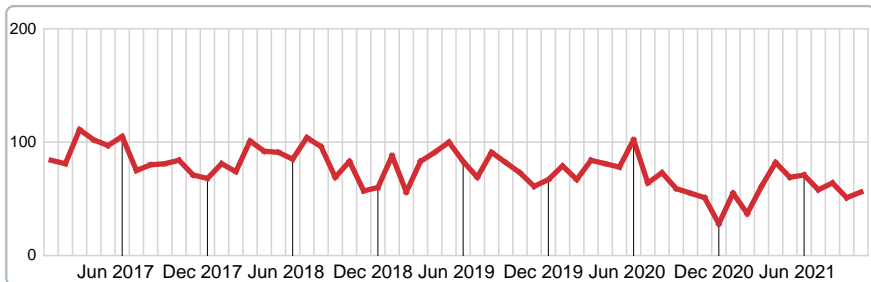
OCTOBER



YEAR TO DATE (YTD)

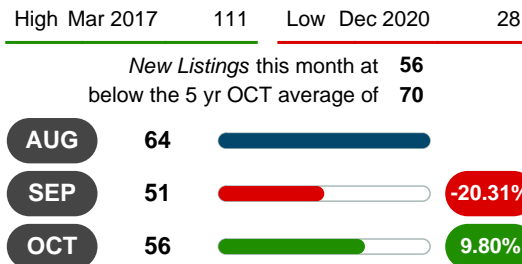


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 70



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.36%	1	2	0	0
\$50,001 - \$100,000	9	16.07%	3	5	1	0
\$100,001 - \$125,000	3	5.36%	1	1	0	1
\$125,001 - \$175,000	16	28.57%	3	11	1	1
\$175,001 - \$275,000	12	21.43%	1	9	1	1
\$275,001 - \$525,000	8	14.29%	0	2	3	3
\$525,001 and up	5	8.93%	0	2	1	2
Total New Listed Units	56		9	32	7	8
Total New Listed Volume	12,977,495	100%	1.05M	6.36M	2.22M	3.35M
Average New Listed Listing Price	\$215,034		\$116,700	\$198,700	\$317,029	\$418,700

October 2021



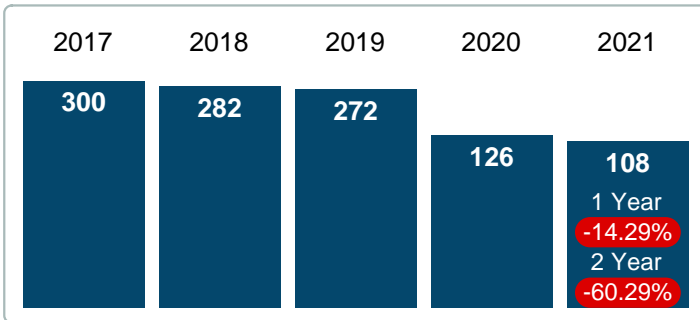
Area Delimited by County Of Cherokee - Residential Property Type



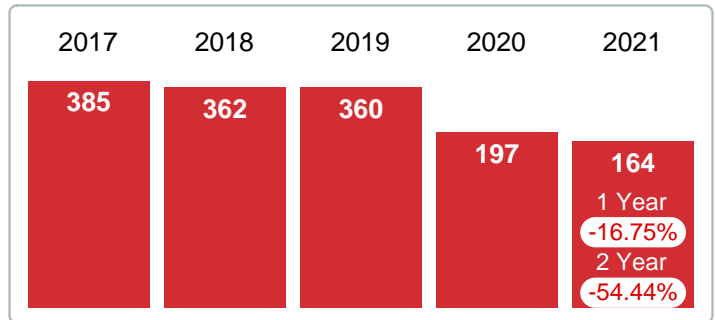
ACTIVE INVENTORY

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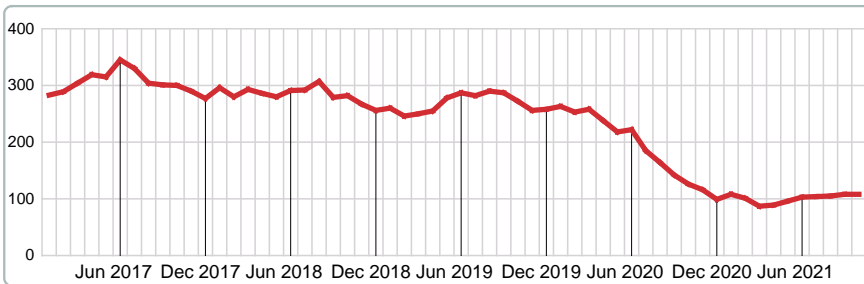
END OF OCTOBER



ACTIVE DURING OCTOBER

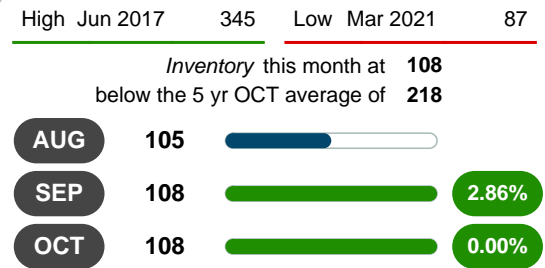


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 218



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	7.41%	94.8	3	5	0	0
\$75,001 - \$125,000	15	13.89%	61.4	4	6	4	1
\$125,001 - \$150,000	13	12.04%	54.2	3	9	0	1
\$150,001 - \$275,000	31	28.70%	75.9	5	17	4	5
\$275,001 - \$425,000	16	14.81%	61.8	1	7	7	1
\$425,001 - \$750,000	15	13.89%	78.9	1	4	5	5
\$750,001 and up	10	9.26%	115.0	1	4	3	2
Total Active Inventory by Units	108			18	52	23	15
Total Active Inventory by Volume	40,636,897	100%	74.6	5.49M	17.71M	9.24M	8.19M
Average Active Inventory Listing Price	\$376,268			\$305,150	\$340,647	\$401,615	\$546,227

October 2021



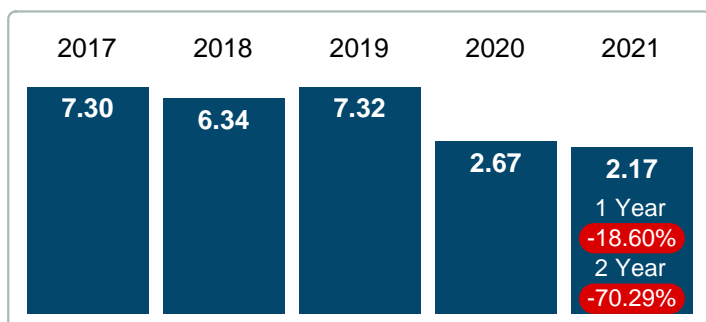
Area Delimited by County Of Cherokee - Residential Property Type



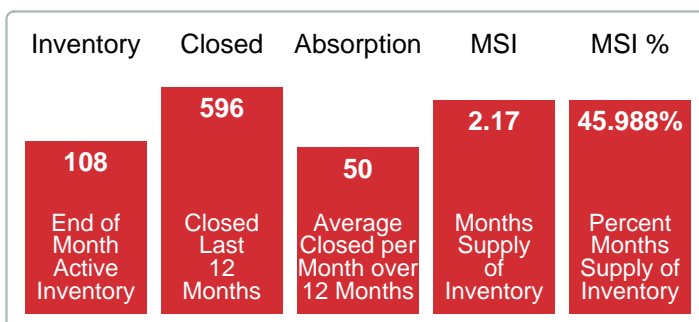
MONTHS SUPPLY of INVENTORY (MSI)

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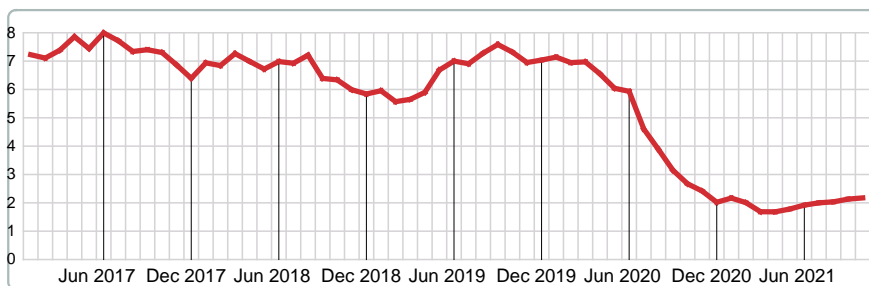
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

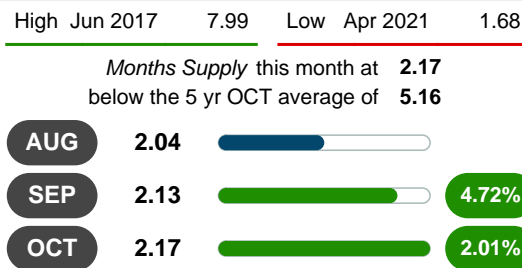


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.16



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	7.41%	1.60	0.92	3.16	0.00	0.00
\$75,001 - \$125,000	15	13.89%	1.75	1.30	1.29	5.33	12.00
\$125,001 - \$150,000	13	12.04%	1.84	3.27	1.96	0.00	3.00
\$150,001 - \$275,000	31	28.70%	1.51	3.75	1.11	1.20	10.00
\$275,001 - \$425,000	16	14.81%	3.15	2.40	2.63	4.67	2.00
\$425,001 - \$750,000	15	13.89%	4.74	12.00	2.18	5.45	15.00
\$750,001 and up	10	9.26%	40.00	0.00	0.00	18.00	24.00
Market Supply of Inventory (MSI)			2.17	1.98	1.70	2.85	8.18
Total Active Inventory by Units		100%	2.17	18	52	23	15

October 2021



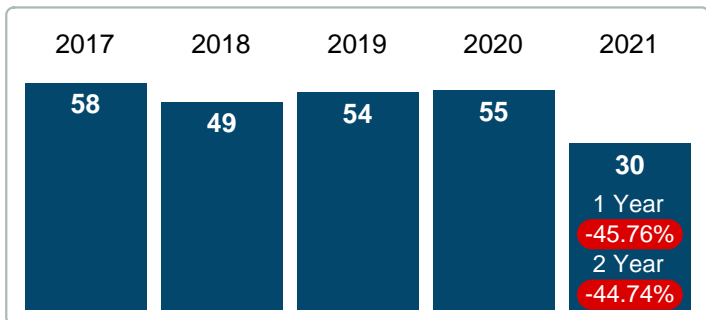
Area Delimited by County Of Cherokee - Residential Property Type



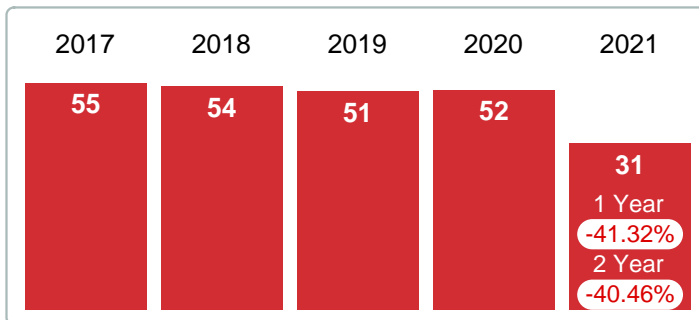
AVERAGE DAYS ON MARKET TO SALE

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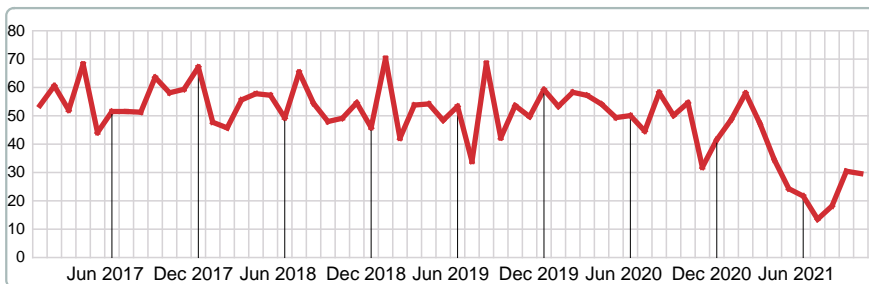
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 30 below the 5 yr OCT average of 49



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5.36%	45	49	37	0	0
\$75,001 - \$100,000	10.71%	41	19	85	0	0
\$100,001 - \$125,000	14.29%	37	38	36	0	0
\$125,001 - \$175,000	25.00%	13	4	4	25	0
\$175,001 - \$225,000	14.29%	41	10	45	0	0
\$225,001 - \$300,000	19.64%	17	64	15	3	0
\$300,001 and up	10.71%	47	0	49	44	0
Average Closed DOM		30	31	30	26	0
Total Closed Units	100%	30	12	33	11	0
Total Closed Volume		11,066,944	1.36M	6.58M	3.13M	0.00B

October 2021



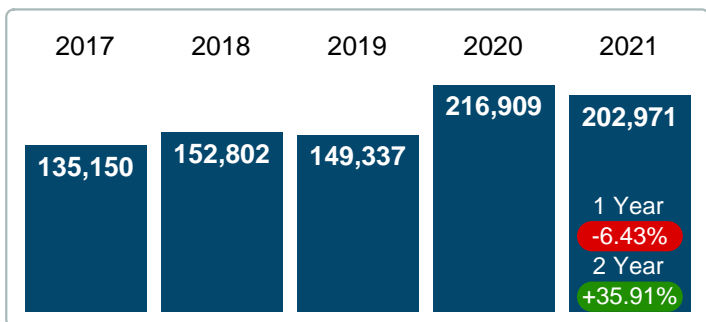
Area Delimited by County Of Cherokee - Residential Property Type



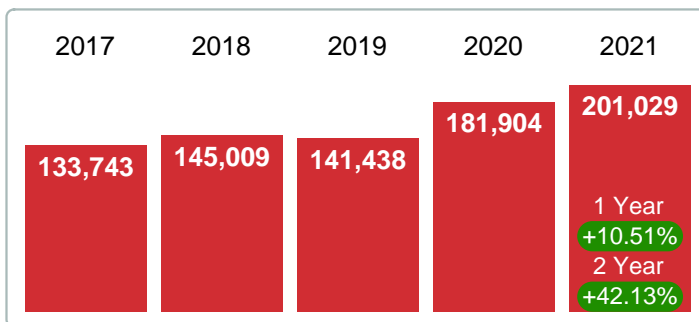
AVERAGE LIST PRICE AT CLOSING

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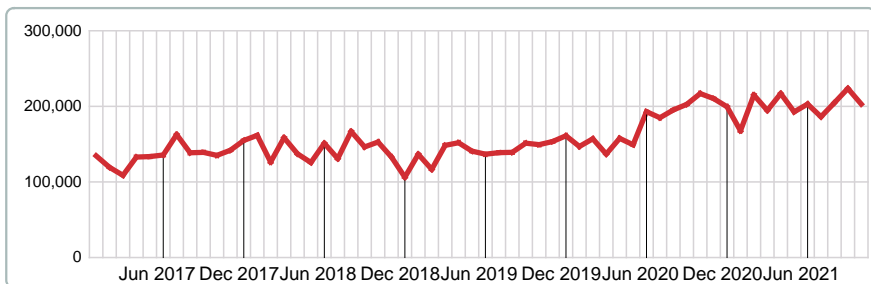
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

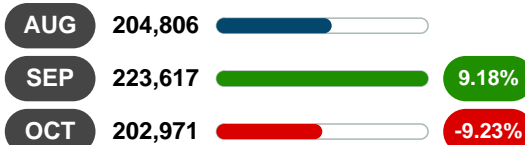


3 MONTHS

5 year OCT AVG = 171,434

High Sep 2021 223,617 Low Dec 2018 106,258

Average List Price at Closing this month at **202,971** above the 5 yr OCT average of **171,434**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3.57%	61,078	61,078	79,900	0	0
\$75,001 - \$100,000	10.71%	85,508	84,537	100,500	0	0
\$100,001 - \$125,000	14.29%	113,088	116,600	115,760	0	0
\$125,001 - \$175,000	28.57%	150,940	129,900	144,621	161,567	0
\$175,001 - \$225,000	12.50%	203,286	200,000	199,500	0	0
\$225,001 - \$300,000	19.64%	257,309	255,000	255,075	267,400	0
\$300,001 and up	10.71%	526,333	0	481,667	571,000	0
Average List Price		202,971	116,250	204,671	292,473	0
Total Closed Units	100%	202,971	12	33	11	0
Total Closed Volume		11,366,349	1.40M	6.75M	3.22M	0.00B

October 2021



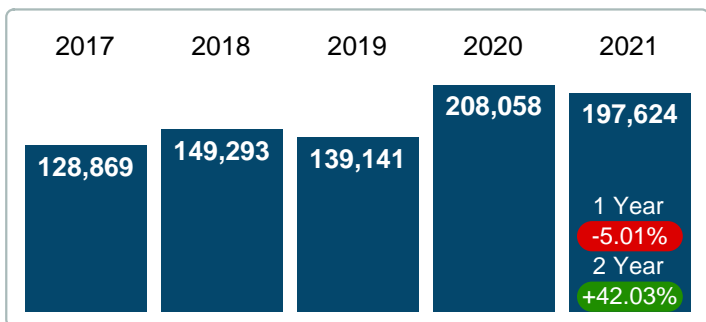
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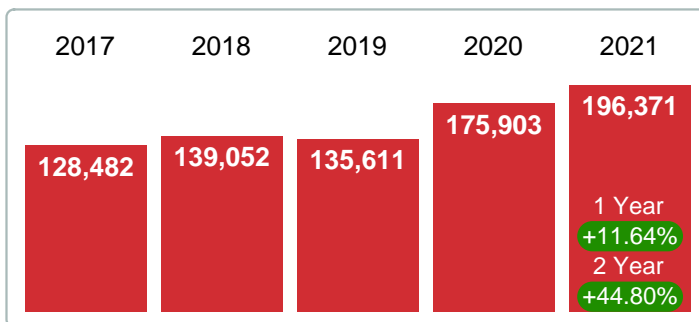
AVERAGE SOLD PRICE AT CLOSING

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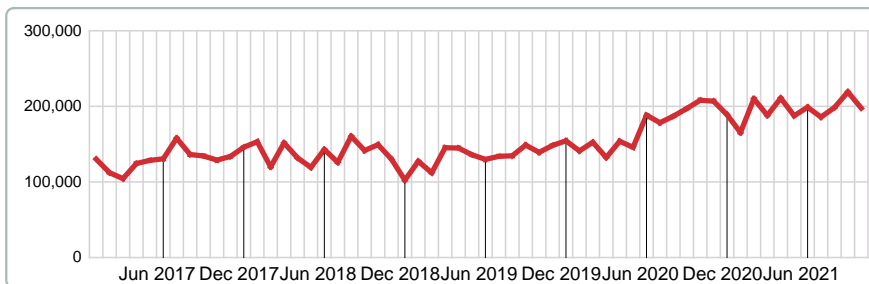
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

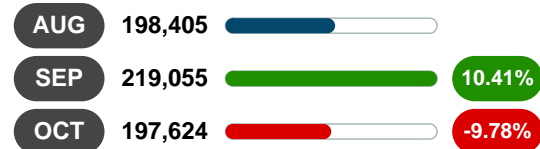


3 MONTHS

5 year OCT AVG = 164,597

High Sep 2021 219,055 | Low Dec 2018 102,382

Average Sold Price at Closing this month at **197,624**
above the 5 yr OCT average of **164,597**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5.36%	60,000	54,000	72,000	0	0
\$75,001 - \$100,000	10.71%	85,958	81,437	95,000	0	0
\$100,001 - \$125,000	14.29%	113,788	113,933	113,700	0	0
\$125,001 - \$175,000	25.00%	147,078	135,000	143,706	153,025	0
\$175,001 - \$225,000	14.29%	198,738	190,000	199,986	0	0
\$225,001 - \$300,000	19.64%	256,627	258,000	254,263	265,400	0
\$300,001 and up	10.71%	498,167	0	437,333	559,000	0
Average Sold Price		197,624	113,212	199,468	284,177	0
Total Closed Units	100%	197,624	12	33	11	0
Total Closed Volume		11,066,944	1.36M	6.58M	3.13M	0.00B

October 2021



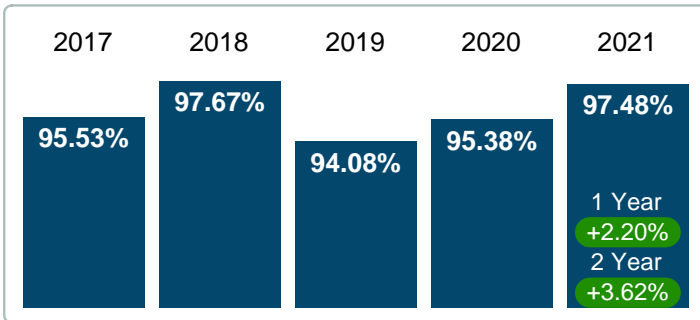
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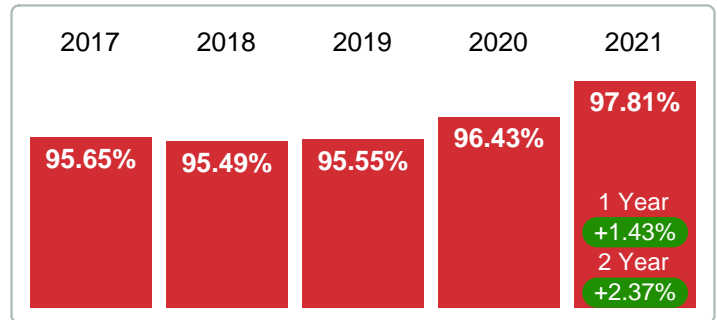
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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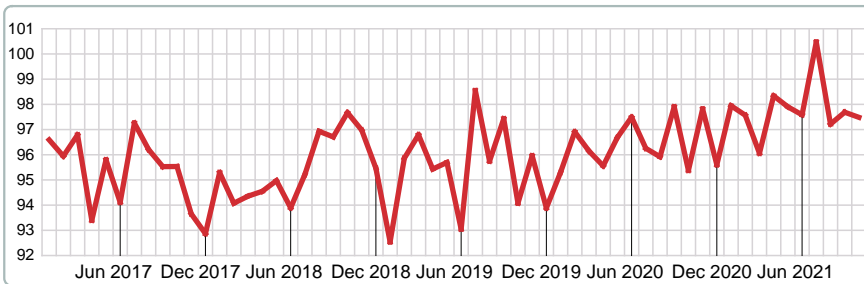
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

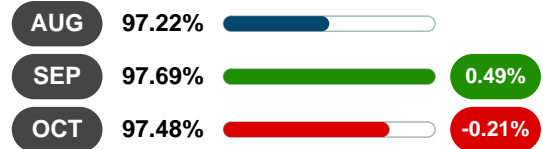


3 MONTHS

5 year OCT AVG = 96.03%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.48%**
above the 5 yr OCT average of **96.03%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.36%	89.16%	88.69%	90.11%	0.00%	0.00%
\$75,001 - \$100,000	6	10.71%	95.85%	96.38%	94.81%	0.00%	0.00%
\$100,001 - \$125,000	8	14.29%	98.14%	97.57%	98.47%	0.00%	0.00%
\$125,001 - \$175,000	14	25.00%	97.81%	103.93%	99.52%	94.79%	0.00%
\$175,001 - \$225,000	8	14.29%	99.59%	95.00%	100.24%	0.00%	0.00%
\$225,001 - \$300,000	11	19.64%	99.74%	101.18%	99.67%	99.33%	0.00%
\$300,001 and up	6	10.71%	94.71%	0.00%	91.77%	97.65%	0.00%
Average Sold/List Ratio		97.50%		96.31%	98.28%	96.39%	0.00%
Total Closed Units		56	100%	12	33	11	
Total Closed Volume		11,066,944		1.36M	6.58M	3.13M	0.00B

October 2021



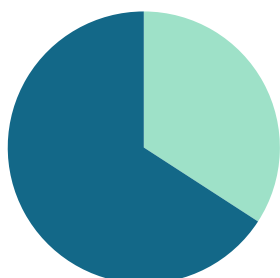
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

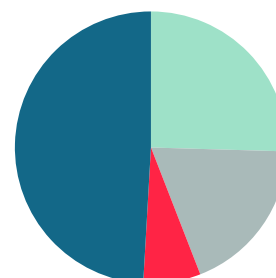


Inventory
 New Listings
56 = 34.15%
 Start Inventory
108
 Total Inventory Units
164
 Volume
\$52,964,110

Market Activity

Closed Sales
56 = 25.45%
 Pending Sales
41 = 18.64%
 Other Off Market
15 = 6.82%
 Active Inventory
108 = 49.09%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	68	56	-17.65%	489	497	1.64%
Pending Sales	50	41	-18.00%	550	500	-9.09%
New Listings	55	56	1.82%	742	604	-18.60%
Average List Price	216,909	202,971	-6.43%	181,904	201,029	10.51%
Average Sale Price	208,058	197,624	-5.01%	175,903	196,371	11.64%
Average Percent of Selling Price to List Price	95.38%	97.48%	2.20%	96.43%	97.81%	1.43%
Average Days on Market to Sale	54.59	29.61	-45.76%	52.24	30.65	-41.32%
Monthly Inventory	126	108	-14.29%	126	108	-14.29%
Months Supply of Inventory	2.67	2.17	-18.60%	2.67	2.17	-18.60%

Absorption: Last 12 months, an Average of **50** Sales/Month

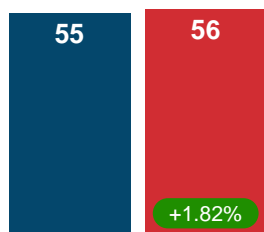
Inventory on October 31, 2021 = **108**

2020 **2021**

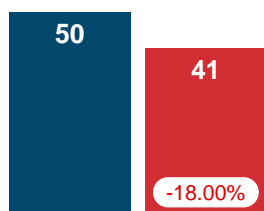
OCTOBER MARKET

AVERAGE PRICES

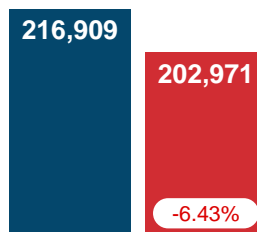
New Listings



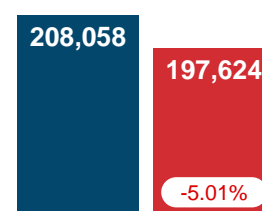
Pending Listings



List Price



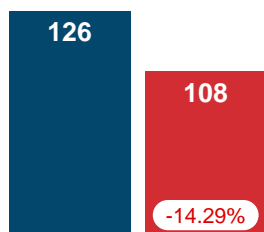
Sale Price



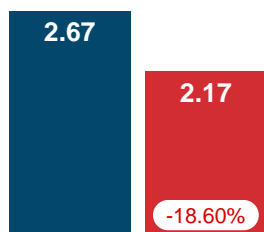
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

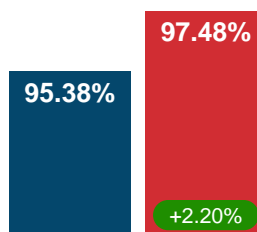
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

